#### Direct Banking Service to the Orient



THE FACILITIES of the Park-Union ■ Foreign Banking Corporation have been organized particularly to meet the needs of American manufacturers and merchants, importers and exporters for a completely efficient and direct banking service to the Orient.

Our branches at Yokohama and Shanghai are strategically located to act for you in all matters affecting your Far Eastern trade. Branches in the United States at Seattle and San Francisco. Our officers will be glad to consult with you.

**OFFICERS** Charles A. Holder, President T. Fred Aspden, Vice-President E. B. MacKenzie, Secretary & Treasurer

#### PARK-UNION FOREIGN BANKING CORPORATION

56 Wall Street, New York Paid Up Capital and Surplus \$2,250,000

# COOK'S FAR EAST Organization

and Steamship Lines throughout the Far East, where we have our own centrally situuated offices. Our escorted Tours through

Japan, China and the Phillipines

elect, instructive and out of the beaten track-are an ourstanding feature in Far East travel.

their representatives into these countries intimate cooperation with our organization is proving of great advantage-economical and efficient. Full infornatious and suitable itineraries at short-

THOS. COOK & SON NEW YORK

245 Broadway 561 5th Avenue Opp. City Hall Cor. 46th Street Tel 7100 Barclay Tel 6171 Murray Hill

## Mitsui & Co. Ltd.

Exporters Importers Shipowners

GENERAL OFFICE 65 Broadway, N. Y. City

Tea Dept. 87 Front Street Raw Silk & Habutai, 25 Madison Ave.

HEAD OFFICE

TOKYO, JAPAN

San Francisco Seattle Portland London, England

Branches in Most Important Cities of the World

## ASIA

The big business of the future is in ASIA. This richly illustrated magazine helps you do business in the East by showing you how the people: live, think and act America's future lies eastward of the Pacific.

It is an essential to every American who wants to know how and where this nation's power and influence are most effectively to be spent.

American Asiatic Association 627 Lexington Avenue

National Bank of South Africa, Ltd. 10 Wall Street, New York. R. E. Saunders, Agent Over 400 Branches in Africa ombay Antwerp London Japan Turns to Leather Making. The war bas greatly stimulated the of leather and several large factories have been established in Tokio and other districts. Owing to the undeveloped condition of the live stock industry in Japan practically all the leather used in the manufacture of boots and shoes had heretofore been imported.

#### **NEW CHINA OFFERS** HAND OF WELCOME

Foreigners Who Desire to D Business Need Only Be Honest.

WILLING TO COOPERATE

Substantial Men of Newly Awakened Country Eager for Development.

This is the third of a series of articles especially written for the Far Eastern section of the Sun by G. Passari, late financial adviser to the Bank of China and a resident of the East for the last

By G. PASSERI.

"Foreigners call us heathen Chinese tey come to China to exploit our country, to extort from us concessions and they look down upon us with contempt they criticise our habits and our method and they do not understand that their aggressive and irrational policy is detrimental to themseles, as we shall forever defend our wealth from their greedines even if we can ignore their scorn. Chin possesses a civilization of five thousand years; for us to wait a century, more or ess, to develop the resources of our country is of no consequence. We be ong to a race that is easily satisfie whose needs are imilted, whose ambitainments; all that we wish for is to b

Those were the words that I heard fifteen years ago in a small village in the interior of Spechuen, one of the most fertile provinces of China. The man who spoke was an old philosopher, a venerable Chinese gentleman, a born aristocrat robed in silk and drawing smoke with synchronical frequency from an enam-ellod silver pipe while reclining at ease n a small couch. He wore a queue hated symbol of servitude imposed by the Manchus. The atmosphere around ilm was one of solemn comopsure, of complete case, of resigned contentment. That was "Old China." "They could

Two weeks before I left China, only few months ago, the same words were repeated to me, but this time the man who uttered them to me was a returned student from the United States, a brilllant Chinese gentleman of the new gen-eration, a leading banker and a practical business man, who has been striving to make his country better known and un-derstood abroad. He were clothes of the latest American cut, he smoked a cigar-rette of the best brand, his hair was closely clipped, and istead of a queue could almost picture a phrygian cap he cap of liberty, posed on his head,

Chinese Cooperation Essential.

He was sitting in the manager's office of the institution that he directs, which he has created himself and which has grown in a few years beyond his own expectations. Around him were the un-mistakable signs of intelligent activity of intense work. His voice, when he spoke to me, was vibrating, his eyes were enlightened and I could see a smile of satisfaction beaming on his face, be-cause he felt that I understood, because in knew that I would make others un-

But he did not stop, where the old gen eman did fifteen years ago, as he con inued: "We can wait, but we do not want to be forced to wait, by the at-itude of the foreigners toward us and our country. We wish them to realize that it is not to their advantage to allow a country like China, rich in every-thing they mostly need, to remain in an undeveloped state. We wish them to the hat to-day the sole assistance of a cer in class of Chinese, the class that work or them on a salary and commission does not spell success."

A few days later the same gentlema wrote to me in a letter of farewell:
"The success of any enterprise in
China to-day is entirely dependent on the intelligent, friendly and bona fide cooperation that is only possible with people who understand us and who are willing to take the trouble to get ac quainted with us. In these days, when cooperation among foreign Powers is advocated for China China herself is en-tirely forgotten and I am glad to see that you understand that the cooperation of the Chinese themselves is the first that should be sought, particularly the ooperation of those that is most diffi-

This is "modern China," and it is the message of the economic representatives of the youngest republic that I have romised to deliver to the American pubiie. It is my purpose now to accomplish my task and to explain how the cooperation of the "desirable" Chinese can be ob-

ult to obtain.

Why Present Methods Fail.

It has been customary for American firms intending to expand their activity to China to send their representatives on a visit to that country to investigate conditions and report. Without wishing to criticise the methods, it must be said investigator, but because of the impossibility in which he is sure to find himself of getting a correct impression of the attuation, not being familiar with the past and present economic life of the past and present economic life of the structure. that such a procedure must of necessity country, with its monetary system, with financial methods, peculiarities of

During his visit he will meet mostly foreigners, whose knowledge of things Chinese is in general quite superficial, 1, 1920. whose opinions on subjects pertaining to China are somewhat distorted and who can only furnish unreliable and detached information. The Chinese who will crowd around him will belong to the class of those expecting to derive material benefit from their acquaintance with the foreigner, ready to work for him "on a salary and commission basis," and the information obtained from them will be in consequence of problematic problematic value. Of the destrable Chinese, of those "whose cooperation is is most difficult to obtain," he will probably see none, but if he does he will soon find out that on first acquaintance they are not so ready to admit the for-

To the loss of time and waste money involved by unfruitful investigaa period of careful, patient and intelli-gent preparation in China. Firms in-tending to expand their activity there should establish themselves in the city most suitable to their particular branch of trade, generally in Shanghal, the emportum of China. The selection of the staff will be the first difficulty. Preference should be given to steady, will sense the sense of the staff will be given to steady, will sense. edicated clean cut young men; the so-called "live wires" and the "hustlers" will be more useful at this end.

The True Entering Wedge. Once the staff has been selected the once the staff has been selected they should be reminded of the necessity of devoting time and thought to the fostering of a friendly relation with the right class of Chinese, to whom an in-

China's Area Compared With the United States

HINA proper, including about three hundred millions of the population, is in an area that is almost a square. On the map, twenty degrees of latitude by twenty degrees of longitude serves as a close boundary of the most important part

boundary of the most important part of the Chinese Empire.

China, outside this square, is the desert of Gobi on the north and the plateau of Tibet on the west. To equal China's latitude on this centinent and superimpose (in mind) the area of China over upon this continent is the best way to picture to ourselves the climate and distances of the sequare area including the bulk of Chinese population.

of the sequare area including the bulk of Chinese population.

The four corners of the square so imagined would be Washington, D. C.; Kansas City, Mo.; Vera Cruz, Mexico, and Santiago, Cuba. Pekin would rest on Washington, D. C.; Shanghai on Jacksonville, Fla.; Hongkong and Canton would be near Santiago, Cuba. The He River (the part in the square) would flow from Cincinnati, Ohio, south to Atlanta, Ga., thence to Norfolk, Va.

The Yangtse River (the part in the square) would flow from Austin, Tex., to Galveston, Tex., thence to Tallahassee, Fla., and on to Jacksonville, Fla., there emptying one and one-half million cubic yards of water into the sea. The Yangtse is the third largest river in the world.

the third largest river in the world. Only the Congo and the Amazon are

greater.
The Grand Canal of Chins-part of it 2,500 years old-would run from near Jacksonville, Fia., over to Augusta, Ga., and on to the centre of the State of West Virginia.

The space of the Gulf of Mexico would be filled by China's province of Yannan-the Switzerland of China

-together with the provinces of Kwansi and Kwantung.

troduction can be secured through the medium of the leading, modern Chinese banks, only too willing to oblige the well meaning foreigner. In cultivation will meaning foreigner. In cultivation will mean the social side should not be neglected, and clubs and amusements should be given up for the entertainment of the new friends. The sacrifice will not be felt. The better clusses chinese are in general highly intelligent extremely interesting and easy telligent, extremely interesting and easy to get along with because of their in-nate politeness and unfalling kindness.

Among them quite a few speak English and they will take care to smooth down the difficulties of the first few months, but the study of the Chinese language should not be disregarded. The temptation of engaging a com pradore and shifting on his shoulders all the responsibility and a great deal of the work—not to mention a fat slice of the profits—will be felt, more or less according to the degree of activity of which one is personally capable, but that it will be felt it is a certainty because it is only human. It will be better to dispense with the services of

#### Laying a Firm Foundation.

he compradore.

It must be evident that the first few onths will have to be spent in coninnous work with meagre results, but no should not complain if meanwhile he confidence of the "desirable" Chinese has been acquired and if a glimpse of "real China" has been obtained. Many are the foreigners that have not even accomplished this after many years of residence in the Far East There should be no undue baste to start actual work until such time as proper selection of has been made, an Chinese associates has been made, and these should be from those whose trade or industry in China is similar to the trade or in dustry of the firm in the United States The proposal of partnership should b handled with great care and the per-sonality of the American representa-tive will be the leading factor in the consideration of the Chinese, even greater than the standing of the firm

undeveloped state. We wish them to unenlarged; a quiet, sinc businesslike statement of facts and of policies to be followed will impress the Chinese more than any amount of well prepared and smartly presented "bluff." To bluff is not only useless, but is dankerous, because it is a well known fact that your own Chinese "boy" will know more about your business and the money you have after a week's residence in

China than you know yourself. if lack of sincerity or misrepresenta-tion of facts can be discerned by the Chinese in any statement made to them they will continue to be as kind as ever outwardly, but being masters of sim-ulation when circumstances demand it, they will inwardly have the advantage of the foreigner; their friendship will be lost, and with it the possibility of getthe ding their cooperation. When matters diffit have been arranged satisfactorily in China it will be necessary for the people there to have an intelligent firm at their back, as otherwise time and money will have been wasted.

American systems should not be American systems should not be forced upon the Chinese, but American firms should adapt themselves to the methods in use in China; whenever modifications of those methods are deemed necessary they should be the outcome of practical experience, not the consequence of a different lore. consequence of a different lore.

Recent Arrivals From Far East.

Recent Far Eastern arrivals at the Hotel Belmont were Mr. and Mrs. O. Strome and E. W. Frazer of Yokohama; G. S. Handyside and G. C. Lithridge,

Consul-General Hollis cabled from trade, with its ethical status, with the very psychology of the Chinese as individuals, as a race and of China as a nation.

Therefore, his relative to the relative trade of the concession permits the free entrance of the concession permits the conc non-enemy dyes ordered prior to September 6, 1919, and shipped before January

SIBERIAN TRADE NOTES.

OMSK.—The Council of Ministers re-cently ratified the giving of fish conces-sions to the Chinese Government in racog-nition of the building of the railross from Kharbins to Biagoviechtchensk.

from Kharbine to Biagoviechtchensk.

VLADIVOSTOK.—The Zemstvo of the Bedailo district in the Government of Irkucsk has requested the Minister of Trade and Industry to settle the question of the establishment of a free port at the mouth of the Lena River without delay. Much needed commodities may be imported into that district if the pert is opened. Officials of the Zemstvo stated that they have made arrangements already to supply the mining districts with foreign manufactured goods as soon as transportation facilities are available. M. Malosesmov, a well known mining engineer, will go to America with an order for mining machinery as soon as the Government takes favorable action on the request.

KAMCHATKA.—Four American and one Russian trading firms did a gross business of \$1,500,000 in this district during the season of 1819. Twice as much was available if credit arrangements could have been made. The shortage of manu-factured goods is felt keenly here.

N. Primachentko Nichola one of the pioneer Siberian traders, arrived in New York to make banking arrangements that will permit extended trade with northern Siberian ports during the season of 1918.

### SIBERIA IS PACKED WITH RAW STORES

Russian Officials Here Eager New Diversions Introduced by to Exchange for Manufactured Goods.

CAN SUPPLY GREAT NEED JUST LIKE AMERICANS

Await Shipment From Vladivostok.

Among the most interested spectators at the public sessions of the Interna-tional Trade Conference at Atlantic City were members of a group of Russian Government officials and business men These men, representing a nation which lost in the world war 3,000,000 men killed in the trenches, facing its misfortunes with proudly lifted heads and bravely looking its problems squarely in the face, attended the sessions to rejoice with their European neighbors in the reconstruction progress they have made since the armistice to study the problems which now concern Europe and soon will confront Russia and to observe the methods by which a great rade conference is conducted in order that they may be prepared to serve at the future convention which they feel is soon to be held for the purpose of considering the problem of reorganizing

Among the members of the tee officially appointed by the Russian Embassy at Washington in response to an invitation from the Chamber of Com-merce of the United States were:

M. Oustinoff, Consul-General for Rusan at New York; P. Routsky, Consul for Russia at New York; G. Tschivokov, Consul of Russia at Pittsburg; V. Ananieff, assistant commercial attache, Russian Embassy; Ha Kostelianetz, secretary to the committee. Siberian and Russian business men invited to the onference as quests were represented a the registration by V. N. Bashkiroff, general manager of the Union of Siberian Creamery Associations in America and chairman of the American ommittee of Russian Agricultural Co perative Unions of New York.

Eager to Establish Trade.

The committee was represented by S. Kolesnikoff, executive secretary, who cooperated with the Government representatives.

Unobtrusively these men attended the conference and listened intently to the papers presented by foreign visitors and try, and particularly concerning Siberia, to those who asked it. They pointed out that vast stores of raw materials are now being held at Vladivostok and at assembling points throughout Siberia. They simply reported that this treasure trove of raw materials-furs, hides, wool pristles, flax, &c., is needed by the world almost as badly as Siberia needs manu factured commodities; that the raw materials cannot be moved until manufatured goods are shipped to replace them and that these goods cannot be shippe nless credits are granted by American or other business men to carry the trans action until the cargoes can be dis-

Siberia is protecting itself by demanding manufactured goods in exchange for its natural wealth. The depreciated ruble cannot be used in conducting transactions. The Russians are obliged to revert to the ancient custom of bar-ter. The answer is plain: the world's iness men can either aid in moving this raw material or it can lie idle advantage or value to a needy world.

All Oppose Bolshevism. "Who do you men represent politi-

illy?" asked many of the delegates. "All those who oppose

Some months ago the lenders of various anti-Bolshevist forces in Siberia and Russia showed rare statesmanship their ability to submerge their own personalities in a united front against the Bolsheviki through the medium of the All-Russian Government, with headquarle line dividing Siberia from European

If the recent marked improvement of conditions in Siberia can be taken as a criterion commercial transactions will be possible and safe in European Russia very soon after the fall of the Bolshe-

enabled already to export and import or to arrange for export and import or their goods that have reached Vladivo-stok. The Committee for Foreign Trade has authority at present to regulate import or pectancy, the distribution witner. And then, the orange can be eaten. With a laugh, the game is over and the coolles go back to their weary grind. ports and exports, and it requires in-exporters a piedge to import within a year goods equivalent in value to their

South Africa Develops Rapidly. During the past four years industrial development in South Africa has un-questionably been very rapid, United States Consul Charles J. Plsar reported from Cape Town. The Union was thrown upon its own resources for many goods which formarly were imported from abroad; and this resulted in a considerable amount of industrial activity under conditions which have amounted in many ases at least to the most extreme forms of protection, including the exclusion of

competing products from overseas. Consul-General Spans Wide Gap. Consul-General J. I. Brittain has been transferred from Sydney, Australia, to Winnipeg, Canada,

## OCCIDENTAL SPORTS POPULAR IN ORIENT

Missionaries, Y. M. C. A. and Boy Scouts.

Furs, Hides, Wool and Flax Rooters and Fans Develop Even Among the Unemotional Chinese.

> By CLARENCE E. BOSWORTH. One of the greatest works undertaken by missionaries, Y. M. C. A. workers, Scout Masters and the like among the people of the Far East is the introduction of modern sports. This carrying of new diversions to the Far East was unnon-commercial motives, but Asia is so rich in commercial and industrial opportunities that even this work has produced financial dividends and the indications are that we have opened up a vast new market for sperting goods which will increase in value to us along with the spreading popularity of the new sports and the growing wealth of the people whose incomes we shall help to make larger through the cooperative development of industries on the other

cordial reception everywhere, even by the Chinese, who are supposed to be so inemotional. Baseball, basketball, ten-

Kite String Cutting a Sport.

developed more forms of competitive sport. Kite flying in China is usually partime for viewed by visitors as a silly pastime for grown men, but it is a sport which individual Chinese have developed to a science. As a matter of fact, the actual flying of kites is not the interesting part of the sport. The real idea is to win a wager from the other fellow by cutting his string. This is effected through the use of ground glass and glue applied to the cord so that jiggling it along the papers presented by foreign visitors and use of ground glass it along the first and poor, bring their own tea with American delegates. Eagerly they gave the cord so that jiggling it along the them. The tea house furnishes the cups information concerning their own councillor's string frees his kite. At its

> quire satisfying diversions, and it is a probably because the purely Chinese sports lack the qualities which would make them completely satisfying that rambling has been tacked to most of them. Gambling is seldom observed among participants or spectotors indulging the recently introor in or observing the recently intro-uced sports.
>
> Casual observers say that the Chinese

are born gamblers. This is a rather sweeping statement. That they do gamsweeping statistics that the form early childhood, and perhaps more consistently and persistently than other people, is true, but it must be understood that the average life in China is a tragelly—a mere existence—to be born of poor parents in China is a calamity in itself. There must be some relief, diversion, or the whole nation would lose its sanity.

Pitiful Lack of Toys.

The majority of the children of China never know the joy of owning a single toy. Because they never own toys does not indicate that they never want them. They do want them, few queer stones and arrange them in all sorts of funciful shapes. The possession of such playthings fails to satisfy. The possession of more stones is no more sat isfying because stones are everywhere Rivalry, zest, these are the elements which even the stolld Chinese children crave. So, with their pitiful little peb-bles, they "match" and "toss" for possession, and the chance of gain or loss sup plies something of the exhibaration they

It is often said that the Chinese will gamble on snything. They will. A mo-ment of gambling is a moment of diver-sion, and most Chinese have only mosion, and most Chinese have only moments to spare from the grim struggle
for existence. A group of rickshit cooles
will gather around a fruit stand. One
will buy an orange. All will bet on the
number of seeds it will show when cut
squarely in half. The wager may be
only a cash or two, but there is the expectancy, the suspense, the thrill to the
winner. And then, the orange can be
eaten. With a laugh, the game is over ments to spare from the grim struggle for existence. A group of ricksha coolies Consul John K. Caldwell at Vladivo-stok wrote in September Prompt at-tention has been given every request of American exporters. The foreign ex-change requirements have now been eliminated from the Siberian export reg-ulations. American exporters have been only a cash or two, but there is the ex-position of seeds it will show when cut the eliminated from the Siberian export reg-ulations. American exporters have been only a cash or two, but there is the ex-position of seeds it will show when cut the squarely in half. The wager may be retained to two, but there is the ex-position of seeds it will show when cut the squarely in half. The wager may be rectancy, the suspense, the thrill to the pectancy, the suspense, the thrill to the winner. And then, the orange can be

To the visitor who watches without thinking it seems so silly and just an-other incident to prove that the Chinese a year. exports in the event that they have not already done so."

are inveterate gamblers. But to those who think, and partially understand, it is another indication of China's great need-learning how to play, and a suffi-cient increase in the earning power of these individuals to allow them time to play, even though that be ever so little.

Fantan the National Game.

Pantan is, of course, a purely gambling game, but it belongs rather generally to the more fortunate of the Chinese. Fantan is to China what poker is to America. Like nearly everything else in China it is commercialized because nearly everything has to be commercialized to enable China's millions e earn a living and to enable interested foreigners to wrest wealth from these who have so little,

The establishmenta at Macao which take their millions from the Chinese giving in return only a more pinching



THE native quarter at Macassar, Celebes, has never been marred by European influence. Lazy, contented natives find resting places between the ragged roots of the great trees which shade their huts from the special consumption to is 6d. (normally 12 cents). The Faderal Government has tween the ragged roots of the great trees which shade their huts from the special constraint of th

#### Japanese Peasant Digs Up Pot of Gold

OBE. Nov. 11.—A peasant's curious turn of fortune is reported in the Japanese press. Nakano Otoji, a poor cultivator at Minami Kawara Mura, in Saintama Prefecture, recently disposed of his godown in order to raise some money to relieve his financial distress. The godown was pulled down by the pur

chaser and removed.

The disconsolate peasant was tilling the ground with a view to converting it into a field for growing
vegetables when he dug out a stone vessel. On opening it he found that it was full of gold and silver pieces, some 1,300 in number, the market value of which is estimated at 50,000 yen, or \$25,000.

poverty and hopelessmess, are a part of that great system of ruthlessness estab-lished years and years ago by those early Europeans who have taken so much from China without return, even in smallest measure, of anything to make the Chinese a more useful, productive,

happy people.

Motion pictures are one of the greatest of the new world's gifts to China. dertaken with the most altruistic and They have become even more popular con-commercial motives, but Asia is so than the Chinese theatre with its plays ide of the Pacific.

Competitive games have had a most duct themselves.

the Chinese, who are supposed to be so the Chinese and the very poor have been able to enjoy the open theatres set up in the streets or along the roadside. But the pictures brought to the Chinese a glimpse of the outer world—the action and the story were those of every day men and women, and the scenery was beneficial effect upon them.

Kite String Cutting a Sport.

Classes of Chinese—the rich have always that their private thetres in their own had their private thetres in their own able to enjoy the open theatres set up in the streets or along the roadside. But the pictures brought to the Chinese a glimpse of the outer world—the action and the story were those of every day men and women, and the scenery was a sin the Chinese theatre. Moreover, the scenery is usually furnished by out of doors America and because of this is intensely appealing to the Chinese. classes of Chinese-the rich have always is intensely appealing to the Chinese. Though tremendously handicapped by

It is strange that a people with a civilization so ancient should not have developed more forms of competitive age to enjoy the sociability and com-

competitor's string frees his kite. At its best kite flying is a rather tame sport, or the wager is made to partially compensate for the deficiencies.

To maintain mental balance and a certain lightness of heart all peoples require satisfying diversions, and it is mobably because the purely Chinese with this traffic for so many years China will soon rid herself of the curse. Here is an instance of where the Chinese, without measuring the cost, grasped at A new diversion, for China did not origi-nate the use of opium. It was thrust upon her from India. But it was cheap and effective. Cigarettes are now almost universally smoked throughout the re public, and while some look upon it as the thrusting of still another evil upon a long suffering people, it is such a mitigation of the oplum evil that it nay well be encouraged, for the time eing at least.

China is so responsive since the revo lution to modern influence that America may be certain that whatever humanitarian or commercial work she under-takes in China will produce most gratifying dividends in dollars and cents as well as in the willing advancement of a

#### AUSTRALASIAN NOTES.

SYDNEY.—An earthquake tremer suffi-ently severe to wake sleepers was felt ere recently. Like disturbances were re-orted at New Lampton, Near Newcastle.

COLLINGWOOD.—A nugget of pure gold, shaped like a cauliflower head and weighing fourteen pounds, was found here by a hunter while trapping rabbits. The cause of the nugget is estimated at \$3,500. MELBOURNE.—Dr. W. A. Sawyer, an American health specialist engaged by the Australian Government to assist in re-search work in the Commonwealth, has avriced. He has already begun the inves-tigation of hookworm in Queensland.

SYDNEY.—A mass meeting of members of the Public Service Association here discussed the present salaries in relation to the increased cost of living and decided to ask for an all around increase of \$259

share of Australian import trade is indicated by figures published in the London Hourd of Trade Journal, which show that while 61% per cent, of the goods brought into Australia in the fiscal year 1917 were British only 48 per cent, came from the home country in 1918.

MELBOURNE,—A new direct alsamishin line between China and Australia will soon begin operations. Manils and Hongkong will be the ports of call, and two steamships will open the service, which is to be known as the Australian Mail Steamship Line. Hongkong and Melbourne will be the terminal ports of the service, though it may later be extended to include Shanghai. BRISBANE. — Negotiations to make Belabane a port of call for the Oceanic Staamship Line's houts from San Francisco to the Antipodes are under way. The Queensland Government is desirous of having Brisbane upon the line's list. It is pointed out that while the trip would be lengthened by a day if the vensels call at Brisbane, it would, however, ald the Commonwealth Postal Department in forwarding mails overland to New South Wales and other States.

MELBOURNE.—The war pension bill of the Commonwealth at the end of September amounted to \$27,526,509 annually. The pensioners numbered \$12,538. The division among States is as follows: New South Wales, \$2,248 pensioners, \$3,322,439; Queensland, \$4,759 pensioners, \$3,322,439; Queensland, \$4,759 pensioners, \$3,322,649; South Australia, \$1,550 pensioners, \$2,252,555; West Australia, \$2,354 pensioners, \$2,552,600; Tasmania, \$3,344 pensioners, \$1,275,250. MELBOURNE.-The war pension

SYDNEY.—Preparations are proceeding amain for the forthcoming Federal and State elections here, and the Australian labor party has received a large number of nonlinations. Premier Ryan of Queensland has announced that he will be a candidate for Federal honors, and it is probable that he will contest either the Dalley or Illawaira seats at present represented by Mr. Mahoney and Mr. Lamond, respectively. Alderman Lambert of the Bydney City Council has submitted himself for selection for Gootamundra, the Premier's electorate. nier's electorate.

BENDIGO.—H. C. Hampson, the labor party candidate selected to oppose Prime Minister Hughes for election from this constituency, has cabled that he will catch the first steamer possible for Melbourne in order to be present during the campaign. Mr. Hampson is at present abroad, having been on active military service.

#### **NEW ZEALAND LOW** IN IMPORT STOCKS

American Firms Get Orders That British Are Unable to Fill.

PRODUCTS ARE PLENTIFUL

Wool, Mutton, Butter and Cheese May Be Purchased at This Time.

The value of the imports into New Zealand increased from \$25,194,058 for the three months ended June, 1918, to \$36,867,494 for the same period this year. The United Kingdom and the United States show the greater gains, as

5,449,206 2,224,024

\$26,190,068 \$30,867,494 Total Reserved stocks of imported roads continue low throughout the Dominion, but some merchants are now buying a little heavier than in the last fe not improve materially for some co Stocks of imported good from Great Britain are very low, owing to labor conditions there, and some o with American firms. The stocks of goods that are particularly low are coal, rice, tea, high grade leather for shoes and upholstery work, builders' hardware, telephones, electrical goods

Export Products Requisitioned.

The British Government has requis foned all the surplus of frozen mutter wool, butter and cheese until June 30 1920, at which time it is quite probable New Zealand products will be placed on the markets of the world. Some expert ers claim that they could obtain higher prices in a free market than those paid by the British Government. On the other hand exporters feel

certain security under the present a rangement in that they are sure of a fair return and payment when the goods are delivered in New Zealand ware-houses. Now is the time for American exporters to establish connections for the purchase of New Zealand wool, muon, butter, cheese, &c The following table gives the country

of destination of exports for the three months ended June 30, 1919, as comperiod last year pared with the same Three months ended 1914. 1919. \$22,528,659 \$67,530,927

2,049,581 2,334,723 2,922,157 680,219 2.782,190 Oannda ... Australia . 7,845,660 ... \$39,769,352 \$75,856.405 Commodities Available for Export.

The products that the United States an import from this dominion at presnt are hides, pelts, rabbit skins, kauri gum, tallow and hemp. There is an embargo on the exportation of hides with certain exceptions, and these are that the hides must first be offered to local industries for a certain length of time, and if refused may be put The result of this recent les lation is that the price of hides sold New Zealand is 50 per cent, less those sold abroad, or in other words, first class hides are sold to local manufacturers cheaper than the lowest grade

to other countries. According to latest advice the quatity of frozen mutton held in at not be reduced to less than 4.000.000 carcasses by December, when the new killing season commences. Next se son's production will probably and six or eight million careasaes, will with the four million left over will lead a very large quantity of frozen mutto on hand, and the people of this count are anxious to know if shipping facilities will be available to transport this stocks promptly after June, 1920.

#### FAR EASTERN TRADE NOTES

There is an increasing demand liking machines in Australia sarge number of those in use are ma factured locally and in New Zenia All local factories send out to keep the machines in operating order The most popular machines are that milk two, three, four or five con at one time and capable of about 18, 25, 35 and 45 cows an hour respectively. A 10 per cent. advalorduty is collected on milking ma have shipped into Australia.

Philippine Islands is planning a denor-stration of tractors, which are now on the Manila market, to show that these machines can be economically employed for the preparation of uplands for food crops, including upland rice. It is proposed to plough, disk and harrow acres of land at the Alabang agracult station. The land after being p vicinity of the agricultural stati are to plant, cultivate and harvest the crops. Except for the formality of a life of

there are at present no restrictions the exportation of taploca from Dutch East Indies. It is possible hever, that some restrictions may placed on shipments of foodstuffs and the period from December to April. order to avoid a food shortage al The Far Engiern Division is weekly reports on the rubber and tin

markets of Pennng, Straits Settle from there by mail, and the infor contained in these reports is available of Chinese coal to the American nent was made in June, when 1 500 were shipped from Chinwangiao

Alaska. The price of the coal was wangtao and was bought by a plant at Bristol Bay, Alaska The Tientsin Beerles trade seemed to be thriving during 1917 and 1918, has ceased. The Mesonotaining Turkey, and South Russia at supply have recaptured the ma

cause the licorice produced there sold at a much cheaper patce, a to a report from Consul-Gereral Heintzleman, Tientsin. Recent Arrivals From Far East.